

In this analysis, the comparable sales are analyzed based on the sales price per square foot method. A thorough search was made for recent comparable sales of similar large office properties in Knoxville and across Tennessee. Such similar properties that reflect the market appeal of the subject property are shown as follows:

IMPROVED SALES SUMMARY						
Sale	Location	Sale Date	Sale Price	Built	Building S.F.	Price/S.F.
1	7216 Goodlett Farms Pkwy, Cordova	1/13/2010	\$14,000,000	2003	293,504	\$47.70
2	757 Boeing Rd, Oak Ridge	7/22/2009	\$3,000,000	1984	51,305	\$58.47
3	300 River Rock Blvd, Murfreesboro	Listed	\$10,500,000	1980	158,400	\$66.29
4	9050 Executive Park Dr, Knoxville	Listed	\$4,500,000	1982	63,471	\$70.90
5	665 Mainstream Dr, Nashville	9/10/2008	\$11,800,000	1988	157,420	\$74.96
6	408 North Cedar Bluff Rd, Knoxville	7/9/2007	\$8,947,000	1982	89,330	\$100.16
7	1001 Data Ln, Knoxville	7/26/2007	\$4,150,000	2006	33,374	\$124.35
8	11431 Centerpoint Blvd., Knoxville	2/22/2008	\$9,500,000	1999	71,657	\$132.58
Low Indication			\$3,000,000	1980	33,374	\$47.70
Typical Indication			\$8,299,625	1991	114,808	\$84.42
High Indication			\$14,000,000	2006	293,504	\$132.58

These improved sales indicate a range of value from \$47.70/S.F. to \$132.58/S.F. with a typical indication of \$84.42/S.F. The buildings range in size from 33,374 S.F. to 293,504 S.F. with a typical size of 114,808 S.F.

The subject is the 220,030 S.F former Philips North American Headquarters constructed in 1980 for single tenant use by Philips, and renovated in 2002. Typically in real estate there is an inverse relationship between the size and price per square foot. The large size of the subject facility places it at the lower end of the sales range. However, the subject has a larger site with expansion potential, slightly increasing its appeal. Therefore, based on an analysis of these sales, considering the subject's size, age, condition, location, and access, it is concluded that the lower middle portion of the range best indicates the market value of the subject property, estimated to be \$50.00/S.F. or \$11,000,000 (R) for the 220,030 S.F. facility.